



Financial Report

(January 1 ~ September 30, 2013)

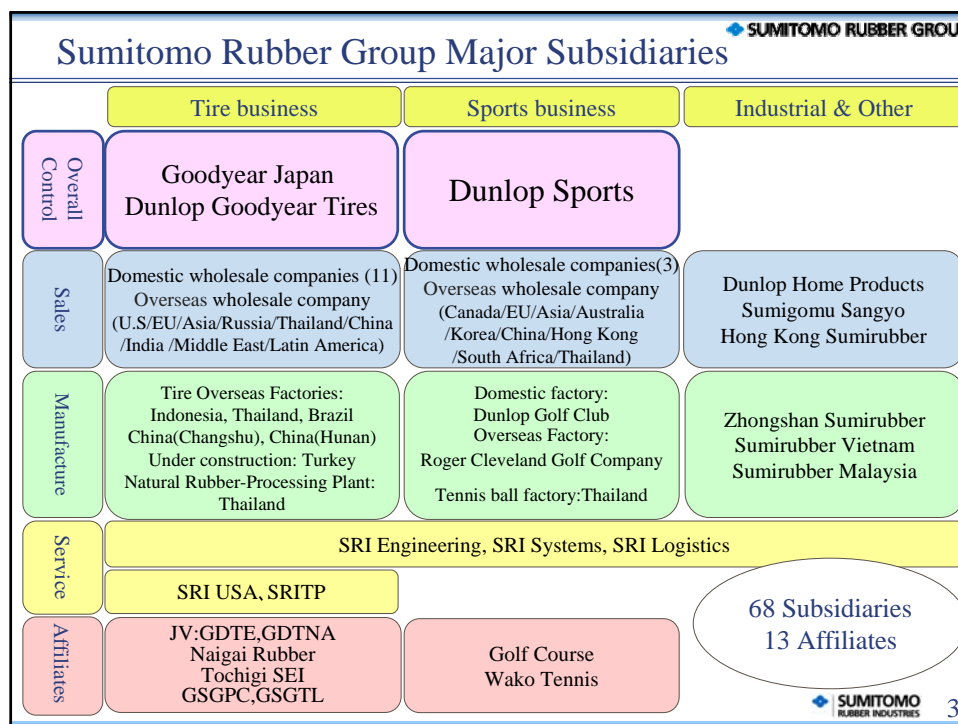
Sumitomo Rubber Industries, Ltd.

Key Subjects

- 2013 3rd Quarter Financial Results Summary
 - Changes in Scope of Consolidation, Major Affiliated Companies
 - Financial Results Summary
- 2013 Annual Financial Results Projection
 - Annual Financial Results Projection Summary
 - Capex/Depreciation, Tire Production Capacity etc.

Changes in Consolidated Subsidiaries

Scope of Consolidation	Consolidated Subsidiaries 68 (+3)		Equity-method affiliates 13 (-1) Unconsolidated Subs. 4 Affiliated companies 9	
# of changed Companies	Newly included 6	Excluded (3)	Newly included -	Excluded (1)
	6	(3)	-	(1)
	Sumirubber Thai Eastern Corporation Co., Ltd. Falken Tyre India Private Limited. Dunlop Tire Trading (Shanghai) Co.,Ltd. Dunlop Tire Trading (Tianjin) Co.,Ltd. Dunlop Tire Trading (Dalian) Co.,Ltd. Dunlop Tire Trading (Guangzhou) Co.,Ltd.	SRI Tire Trading Ltd. (Merged with Sumitomo Rubber Industries, Ltd.) Dunlop Sports Chubu Co., Ltd. (Merged with Dunlop Sports Marketing Co., Ltd.) Bambi Kogen Kaihatsu Co., Ltd.		Highmax Co., Ltd. (Merged with Dunlop Sports Enterprise Co., Ltd.)



Consolidated Financial Results ◆ SUMITOMO RUBBER GROUP

Jan.-Sep. Billions of Yen

	Jan.-Mar.		Apr.-Jun.		Jul.-Sep.		Jan.-Sep.	
		'13 vs '12		'13 vs '12		'13 vs '12		'13 vs '12
Sales	163.9	98% (3.1)	182.0	109% +15.2	186.1	112% +19.9	532.0	106% +32.0
Operating Income (%)	15.0 (9.1%)	94% (1.0)	14.8 (8.1%)	91% (1.5)	13.2 (7.1%)	116% +1.8	43.0 (8.1%)	98% (0.8)
Ordinary Income (%)	14.4 (8.8%)	85% (2.6)	13.3 (7.3%)	100% +0.0	12.9 (6.9%)	112% +1.4	40.6 (7.6%)	97% (1.2)
Net Income	9.0	89% (1.1)	6.5	103% +0.2	9.3	140% +2.7	24.7	108% +1.7
Equity Income	(0.7)	(0.9)	(0.5)	(0.5)	1.0	0.4	(0.2)	(1.0)

◆ SUMITOMO RUBBER INDUSTRIES 4

◆ SUMITOMO RUBBER GROUP

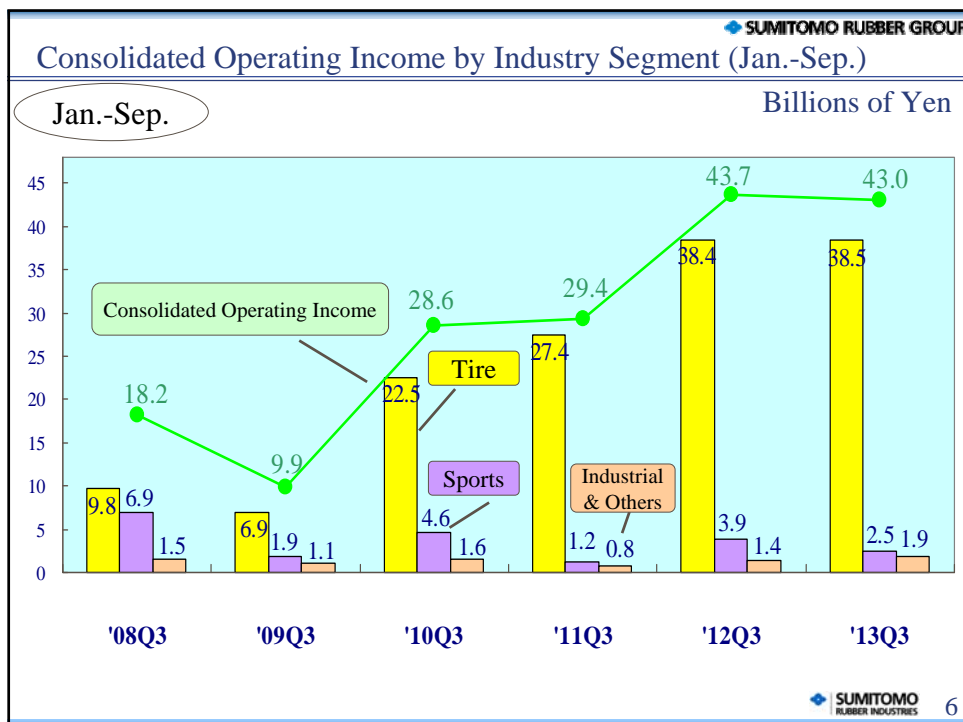
Net Sales / Operating Income by Industry Segment

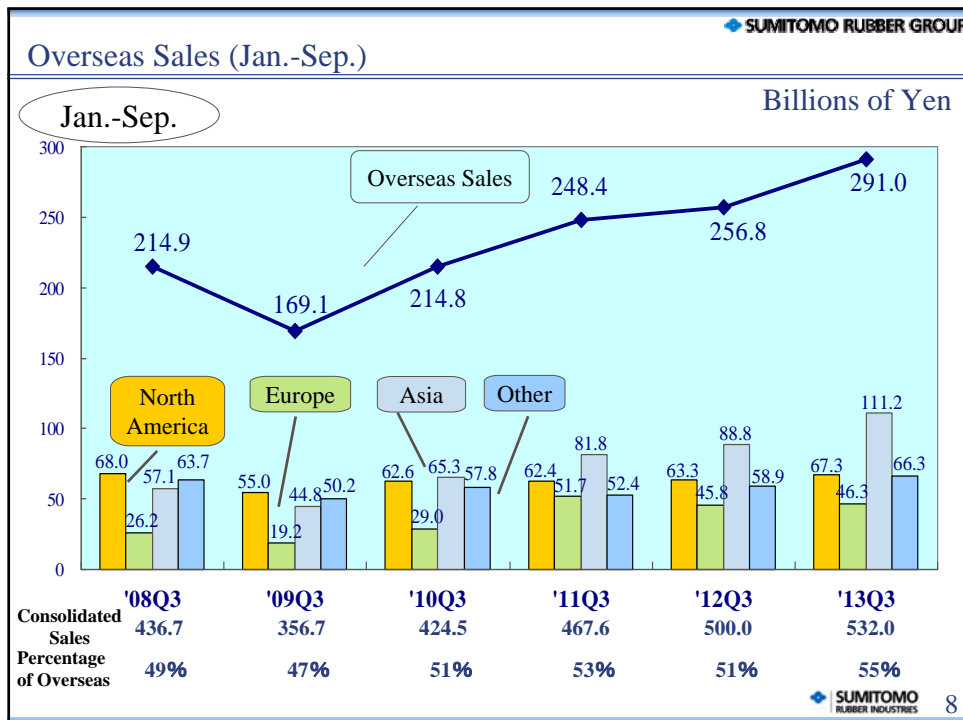
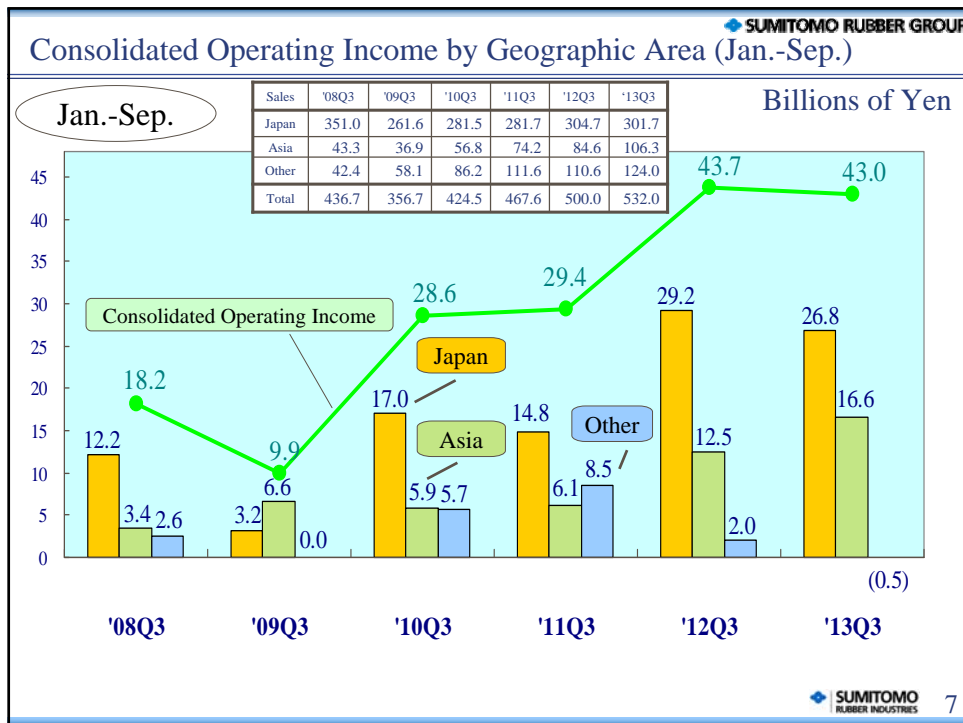
Billions of Yen

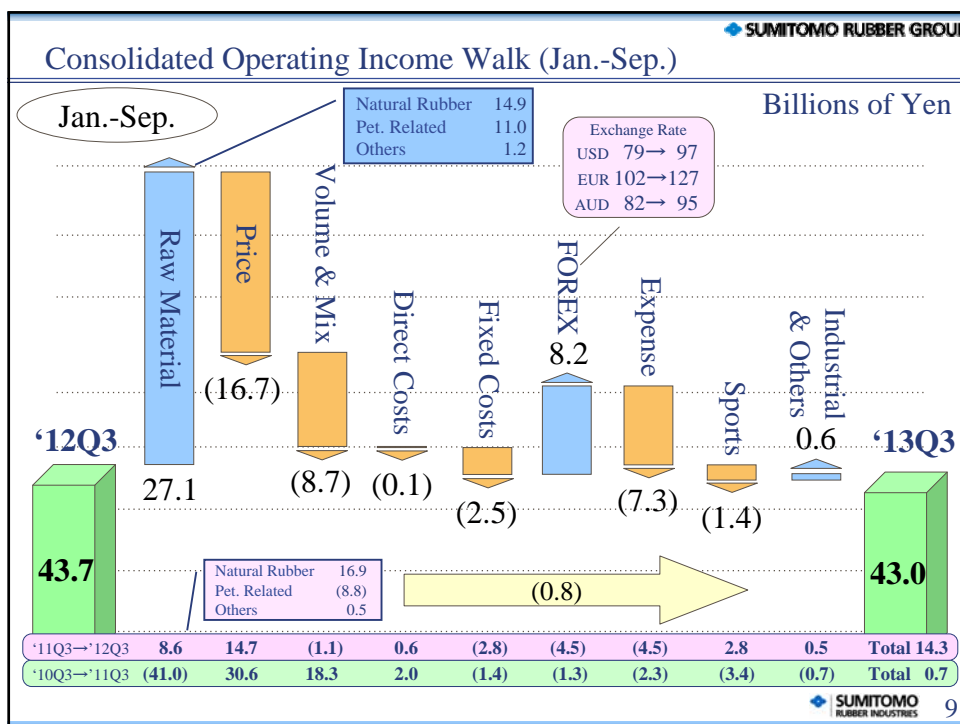
Jan.-Sep.

	Jan.-Mar.		Apr.-Jun.		Jul.-Sep.		Jan.-Sep.		
		'13 vs '12		'13 vs '12		'13 vs '12		'13 vs '12	
Sales	Tire	142.1	98%	155.7	109%	163.1	112%	460.9	106%
	Sports	14.1	96%	18.7	110%	14.8	105%	47.5	104%
	Industrial & Others	7.7	111%	7.7	108%	8.2	115%	23.6	111%
	Consolidated	163.9	98%	182.0	109%	186.1	112%	532.0	106%
Operating Income	Tire	13.8	98%	12.6	90%	12.2	117%	38.5	100%
	Sports	0.6	42%	1.7	88%	0.2	31%	2.5	63%
	Industrial & Others	0.6	121%	0.5	126%	0.9	179%	1.9	144%
	Consolidated	15.0	94%	14.8	91%	13.2	116%	43.0	98%

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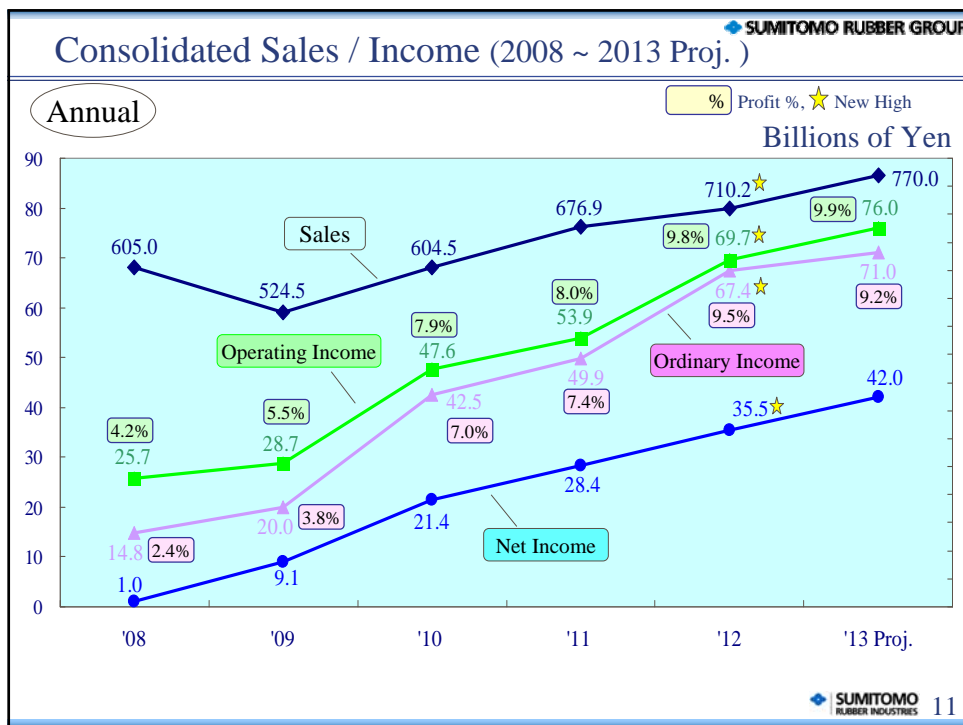
Consolidated Results Projection (Annual)

Billions of Yen

Annual

	Annual Proj. 2013	May. 9 th Proj.	Actual 2012	'13 vs '12
Sales	770.0	780.0	710.2	108%
Operating Income (%)	76.0 (9.9%)	80.0 (10.3%)	69.7 (9.8%)	109%
Ordinary Income (%)	71.0 (9.2%)	73.0 (9.4%)	67.4 (9.5%)	105%
Net Income	42.0	42.0	35.5	118%
Equity Income	(0.2)	(1.2)	(1.1)	0.9
ROE	15.3%	15.3%	16.0%	(0.7)P
Interest-bearing debt	303.0	303.0	275.9	27.1

◆ SUMITOMO RUBBER INDUSTRIES 10



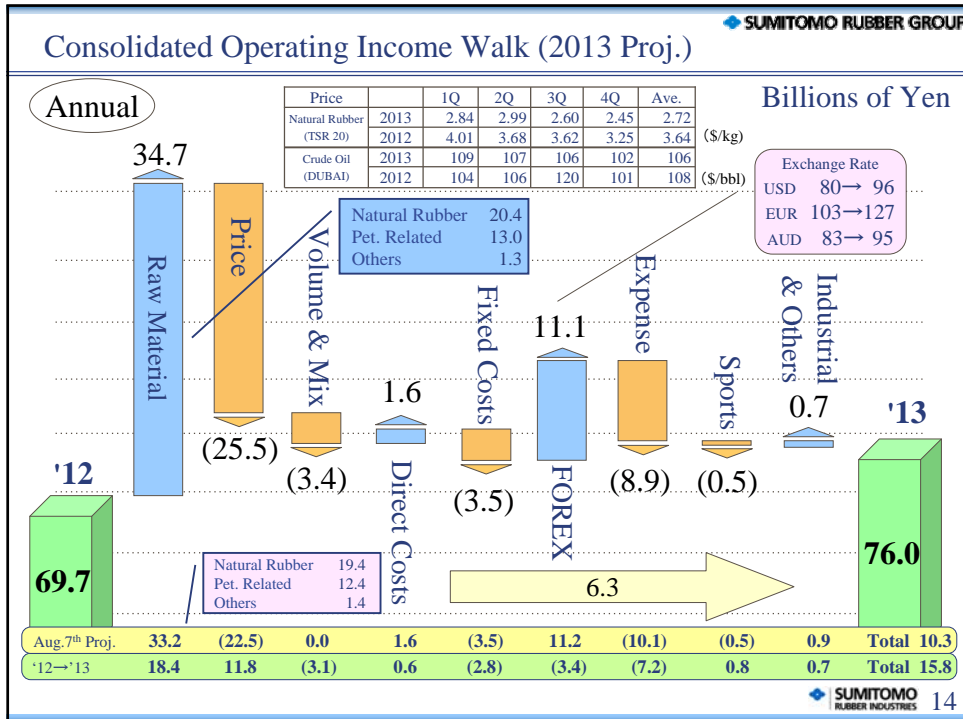
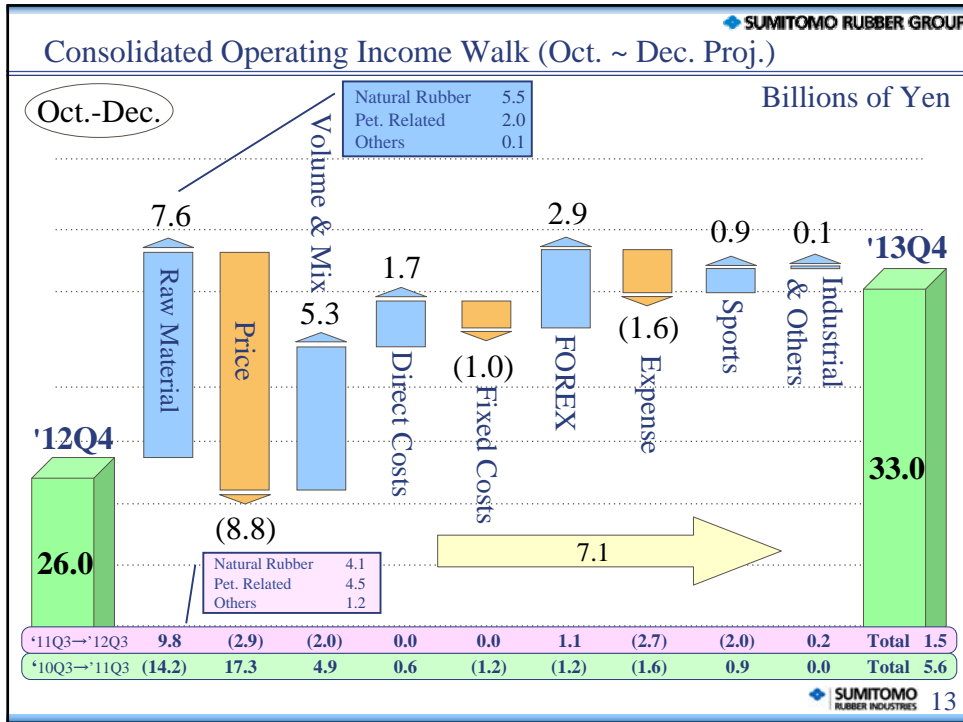
◆ SUMITOMO RUBBER GROUP

Net Sales / Operating Income by Industry Segment (Annual)

Annual Billions of Yen

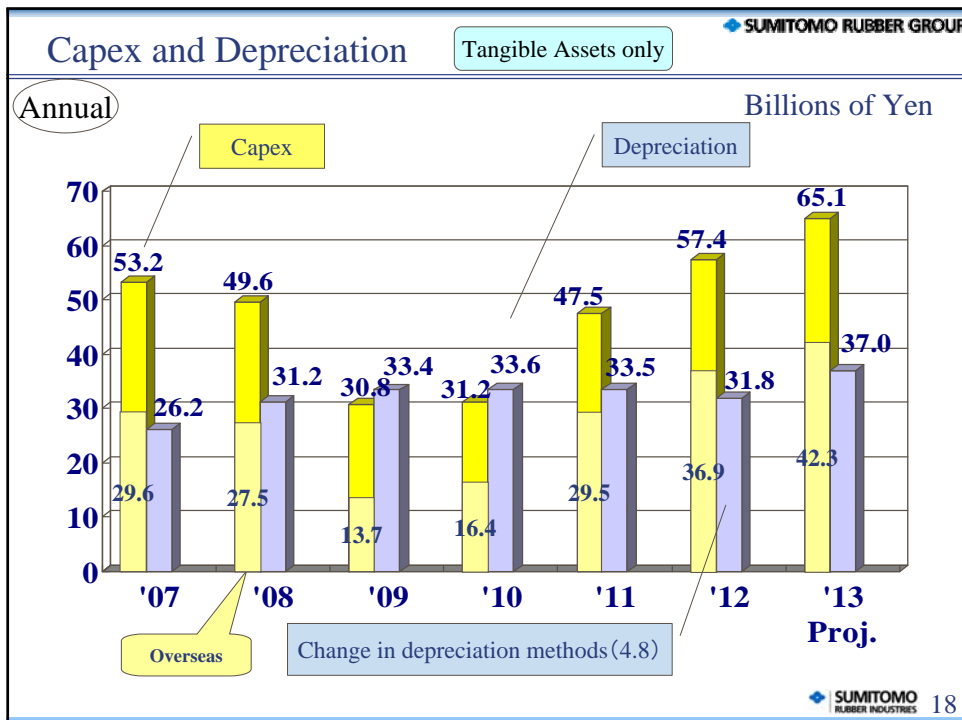
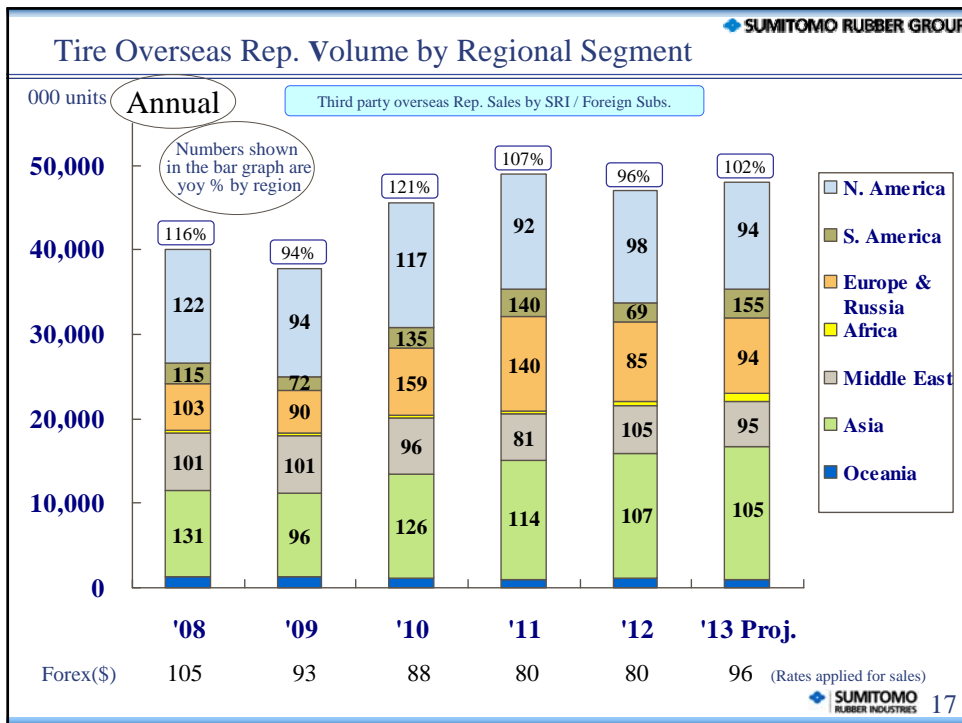
		Annual Proj. 2013	May. 9 th Proj.	Actual 2012	'13 vs '12
Sales	Tire	671.0	681.0	619.4	108%
	Sports	65.5	65.5	61.3	107%
	Industrial & Others	33.5	33.5	29.5	113%
	Consolidated	770.0	780.0	710.2	108%
Operating Income	Tire	69.0	73.0	63.1	109%
	Sports	4.0	4.0	4.5	90%
	Industrial & Others	3.0	3.0	2.2	138%
	Consolidated	76.0	80.0	69.7	109%

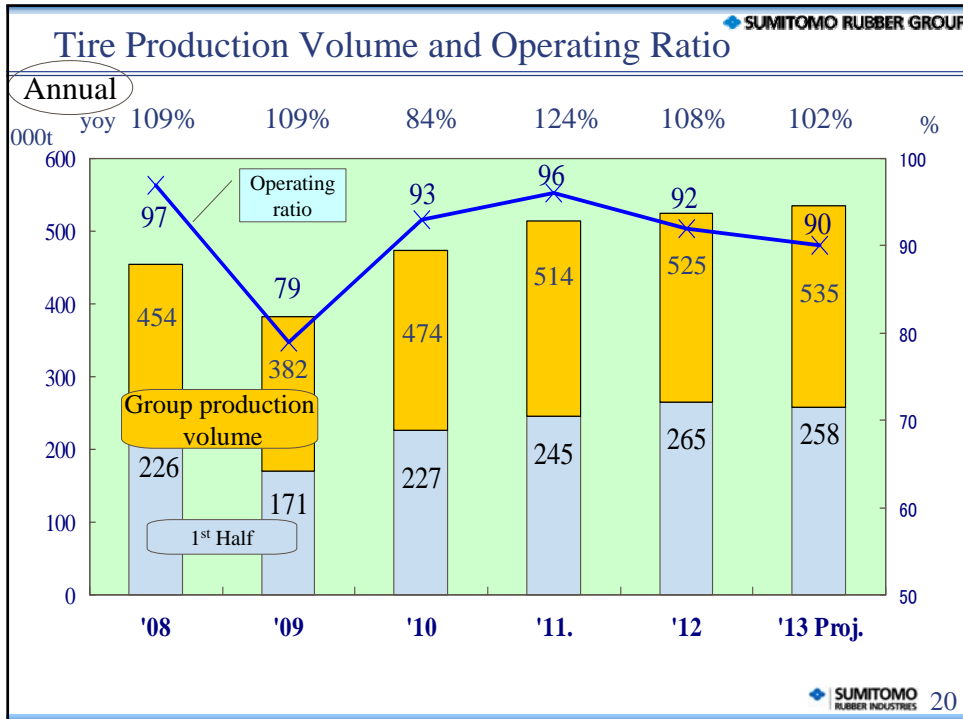
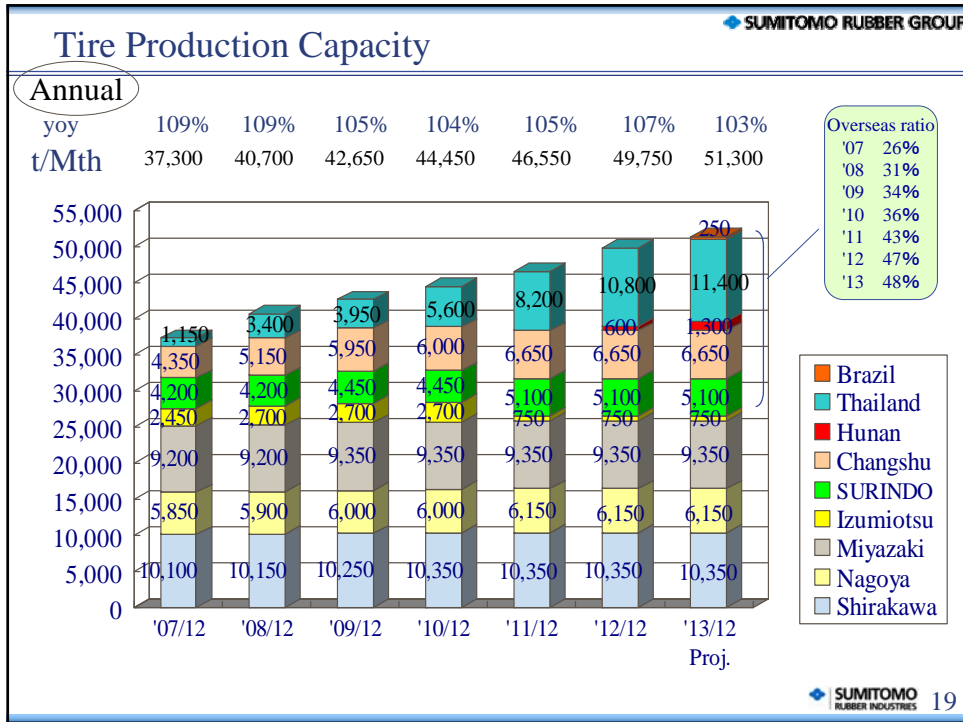
◆ SUMITOMO RUBBER INDUSTRIES 12



Consolidated Operating Income Analysis													SUMITOMO RUBBER GROUP
													Billions of Yen
Period	Operating Income		Factor										
		vs Pre. Year	Raw Material	Price	Volume & Mix	Direct Costs	Fixed Costs	FOREX	Expense	Sports	Industrial & Others		
12	1Q	16.0	6.3	(2.5)	10.8	1.2	0.5	(2.0)	(1.0)	(1.5)	0.8	(0.1)	
	2Q	16.3	6.2	3.1	3.9	1.3	(0.2)	(0.4)	(1.3)	(1.8)	1.3	0.4	
	3Q	11.4	1.9	8.0	0.0	(3.6)	0.3	(0.4)	(2.2)	(1.1)	0.7	0.2	
	4Q	26.0	1.5	9.8	(2.9)	(2.0)	0.0	0.0	1.1	(2.7)	(2.0)	0.2	
	Annual	69.7	15.8	18.4	11.8	(3.1)	0.6	(2.8)	(3.4)	(7.2)	0.8	0.7	
13	1Q	15.0	(1.0)	7.9	(3.8)	(3.1)	(0.5)	(0.6)	1.7	(1.8)	(0.9)	0.1	
	2Q	14.8	(1.5)	8.8	(5.4)	(1.8)	(0.2)	(1.4)	1.3	(2.7)	(0.2)	0.1	
	3Q	13.2	1.7	10.4	(7.5)	(3.8)	0.6	(0.5)	5.2	(2.8)	(0.3)	0.4	
	4Q	33.0	7.1	7.6	(8.8)	5.3	1.7	(1.0)	2.9	(1.6)	0.9	0.1	
	Annual	76.0	6.3	34.7	(25.5)	(3.4)	1.6	(3.5)	11.1	(8.9)	(0.5)	0.7	
(vs Aug. 7 th Proj.)		(4.0)	1.5	(3.0)	(3.4)	0.0	0.0	(0.1)	1.2	0.0	(0.2)		

Tire Sales Volume (Comparison %)													SUMITOMO RUBBER GROUP	
	2012 ACT					2013 Jan.-Sep.ACT, Oct.-Dec.Proj.					2013 Aug.7th Proj.			
	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec		Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec		Jan-Jun	Jul-Dec		
Domestic O.E.	136%	151%	100%	90%	115%	87%	92%	97%	105%	95%	90%	102%	95%	
Overseas O.E.	103%	118%	104%	112%	109%	120%	117%	122%	162%	130%	118%	150%	134%	
Domestic Rep.	101%	93%	104%	110%	103%	103%	101%	106%	99%	102%	102%	99%	100%	
Overseas Rep.	103%	100%	94%	90%	96%	90%	99%	101%	118%	102%	94%	116%	105%	
Total	107%	106%	98%	98%	102%	95%	100%	104%	115%	104%	98%	113%	106%	
Total Tire Sales(000units)	23,270	22,950	24,380	25,880	96,480	22,200	23,020	25,280	29,670	100,160	45,210	56,730	101,940	
Overseas Rep	North America	100%	106%	99%	88%	98%	85%	96%	90%	108%	94%	91%	104%	97%
	Asia	95%	116%	107%	109%	107%	102%	99%	104%	115%	105%	100%	113%	107%
	Middle East	161%	105%	117%	68%	105%	69%	95%	93%	125%	95%	82%	106%	94%
	Europe & Russia	103%	67%	73%	99%	85%	85%	95%	97%	101%	94%	88%	109%	99%





Sales in the Sports Business Results & Projection

SUMITOMO RUBBER GROUP

Billions of Yen

	2013 3Q Jan.-Sep.	2012 3Q Jan.-Sep.	'13 vs '12	Annual Proj. 2013
Golf Clubs	23.0	22.6	102%	33.3
Golf Balls	10.9	9.1	119%	14.4
Golf Shoes, Accessories & Others	5.4	5.8	93%	6.5
Golf goods	39.2	37.5	105%	54.2
Tennis goods	4.8	5.0	97%	6.5
Licensing income	0.3	0.3	99%	0.4
Sports goods business	44.4	42.8	104%	61.1
Other business	3.1	2.9	105%	4.4
Total	47.5	45.7	104%	65.5

SUMITOMO RUBBER INDUSTRIES 21

New Technology / New Products

SUMITOMO RUBBER GROUP

WINTER MAXX シリーズ



GOOD DESIGN
AWARD 2013

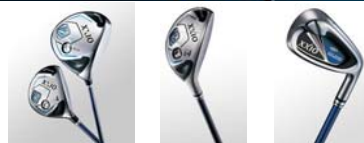


WINTER MAXX WINTER MAXX SJB

2013年ダンロップ「低燃費タイヤ」シリーズ



SP SPORT 2050 ENASAVE EC300 MAXX TT

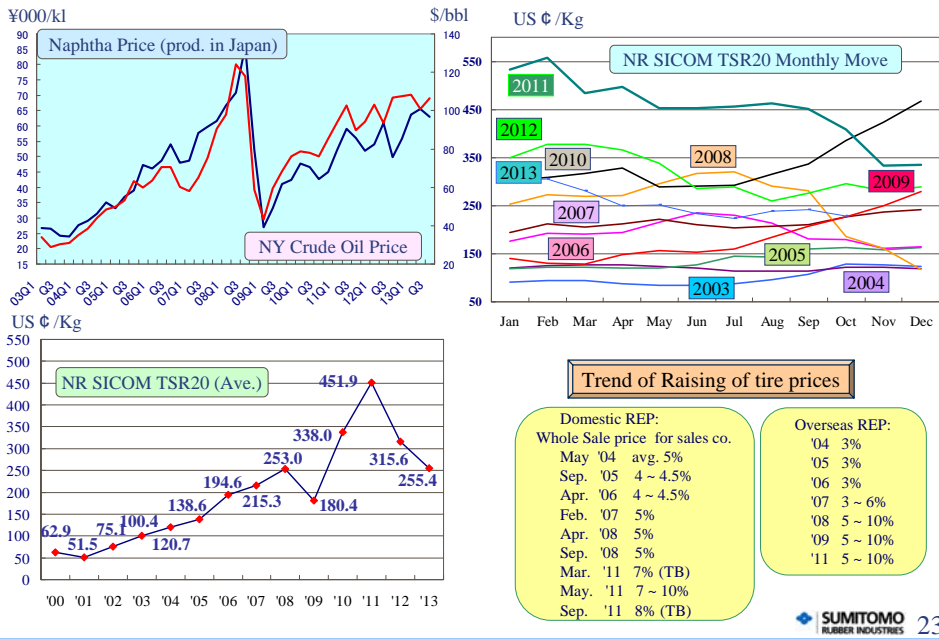


MIRAIE



SUMITOMO RUBBER INDUSTRIES 22

Market Price: Natural Rubber • Naphtha



END

for you, for the earth

SUMITOMO RUBBER GROUP